

BEFORE THE
POSTAL REGULATORY COMMISSION
WASHINGTON, D.C. 20268-0001

ANNUAL COMPLIANCE REVIEW, 2019

Docket No. ACR2019

RESPONSE OF THE UNITED STATES POSTAL SERVICE TO
QUESTION 1 OF CHAIRMAN'S INFORMATION REQUEST NO. 14

The United States Postal Service hereby provides its response to the above-listed question of Chairman's Information Request No. 14, issued on February 11, 2020. Each question is stated verbatim and followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorney:

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**RESPONSES OF THE UNITED STATES POSTAL SERVICE
TO CHAIRMAN'S INFORMATION REQUEST NO. 14**

1. Please refer to the Postal Service's Fiscal Year (FY) 2018 Annual Compliance Report.¹ In this report, the Postal Service publicly provided volume, revenue, attributable cost, contribution, revenue per piece, cost per piece, unit contribution, and cost coverage data for the Inbound Letter Post product. FY 2018 ACR at 9. In this docket, the Postal Service provided updated FY 2018 revenue, volume, cost, and contribution data for the Inbound Letter Post product.² Please provide updated FY 2018 volume, revenue, attributable cost, contribution, revenue per piece, cost per piece, unit contribution and cost coverage for the Inbound Letter Post product publicly.

RESPONSE:

The information originally provided in the FY 2018 ACR (page 9) was as follows:

Product	Volume (million)	Revenue (\$million)	Attributable Cost (\$million)	Contribution (\$million)	Revenue/ Piece (\$)	Cost/ Piece (\$)	Unit Contribution (\$)	Cost Coverage (%)
Inbound Letter Post	444	\$423	\$504	-\$81	\$0.952	\$1.135	-\$0.183	83.85%

If the updates discussed in the cited response to Question 16 of this year' ChIR No. 9 had been made, the figures presented in the FY 2018 ACR would instead have appeared as follows:

¹ Docket No. ACR2018, United States Postal Service Fiscal Year 2018 Annual Compliance Report, December 28, 2018 (FY 2018 ACR).

² Library Reference USPS-FY19-NP9A, December 27, 2019 (revised January 10, 2020), Excel file "IB LP Shape by UPU Group FY19.Rev.1.10.20.xlsx" (USPS-FY19-NP9A file), tab "Summary." See Responses of the United States Postal Service to Chairman's Information Request No. 9, February 7, 2020, question 16.

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Product	Volume (million)	Revenue (\$million)	Attributable Cost (\$million)	Contribution (\$million)	Revenue/ Piece (\$)	Cost/ Piece (\$)	Unit Contribution (\$)	Cost Coverage (%)
Inbound Letter Post	444	\$423	\$497	-\$74	\$0.952	\$1.119	-\$0.167	85.04%